

Message Text

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EXDIS

MILITARY ADDRESSEES HANDLE AS SPECAT EXCLUSIVE

E.O. 11652: GDS
TAGS: MPOL, MARR, US, GW
SUBJECT: CARL DAMM'S COMMENTS ON PROPOSED GEPARD LEASE

REFS: (A) STATE 105385 (B) STATE 107358 (C) BONN 7657

1. THE POLITICAL COUNSELOR CARRIED OUT GUIDANCE IN
REFTEL (A) AND (B) WITH CARL DAMM TODAY. HE STRESSED
THE IMPORTANCE THAT THE US ATTACHED TO THE "TWO-WAY
STREET" AND ALSO THAT THESE MATTERS HAD TO BE HANDLED
BY THE APPROPRIATE MINISTRIES THOUGH WE WELCOMED
DAMM'S INTEREST AND KNOWLEDGE. HE ALSO AGAIN REVIEWED
THE STEPS WE WERE TAKING TO INVOLVE THE FRG FULLY IN
THE BENEFITS OF THE AWACS PROGRAM.

2. DAMM EXPRESSED APPRECIATION FOR THE INFORMATION AND
SAID HE UNDERSTOOD OUR PROBLEMS WITH GEPARD. HE SAID
THAT HE WAS INTERESTED IN THE GEPARD ARRANGEMENT FOR
THREE PARTICULAR REASONS:

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-- FIRST, GEPARD REPRESENTED A MORE SIGNIFICANT TECH-
NOLOGY THAN TRUCKS OR BUSES;

-- SECOND, HE ATTACHED GREAT IMPORTANCE TO THE PRINCIPLE
OF LEASING AND SUBSEQUENT USE OF MATERIEL FOR FOREIGN
ASSISTANCE AND WOULD LIKE TO SEE THIS PRACTICE USED IN

SUCH A SIGNIFICANT CASE;

-- THIRD, HE FEARED THAT THE SOVIET ARMAMENT SPURT IN EUROPE WOULD IN FIVE YEARS PERMIT THE SOVIETS TO CONCLUDE THAT THEY COULD ATTACK WITH MINIMUM RISK, A CONCLUSION WHICH MODERN TECHNOLOGY LIKE GEPARD COULD HELP AVERT.

3. THE POLITICAL COUNSELOR ASKED HOW DAMM REGARDED APEL'S ASSERTION (REF C) THAT THE US HAD TO BUY GEPARDS IN COMPENSATION FOR AWACS. DAMM SAID HE BELIEVED THIS WAS A DELIBERATE SIMPLIFICATION TO AN UNSOPHISTICATED AUDIENCE WHICH WOULD NOT HAVE UNDERSTOOD WHAT LEASING MEANT.

4. DAMM THEN OBSERVED THAT IT WOULD BE IMPOSSIBLE FOR THE BUNDESTAG TO DEAL WITH AWACS IN MAY BECAUSE THERE WOULD SIMPLY NOT BE ENOUGH SESSIONS. HE THOUGHT, HOWEVER, THAT IT COULD DEAL WITH THE MATTER IN JUNE DURING SEVERAL CONSECUTIVE WEEKS OF SITTINGS. HE SAID THAT HE STILL BELIEVED THAT AWACS HAD A GOOD CHANCE IN THE BUNDESTAG IF APEL COULD DOCUMENT ADEQUATE COMPENSATION. AS AN EXAMPLE, HE SUGGESTED \$100 MILLION FOR VEHICLES AND \$100 MILLION IN SOME OTHER FIELD. HE THOUGHT THAT WOULD PROBABLY BE ENOUGH, ALTHOUGH HE STILL ATTACHED CONSIDERABLE IMPORTANCE TO THE GEPARD

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LEASE AS HE HAD INDICATED. HE EXPRESSED THE HOPE THAT SOMETHING COULD BE WORKED OUT BY THE DEFENSE MINISTERS AND BY THE NATO SUMMIT SO THAT APEL COULD COME TO THE BUNDESTAG WITH A FIRM COMMITMENT.

STOESSEL

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